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News and Views

from the Farm Management Staff

UNITED STATES DEPARTMENT OF AGRICULTURE
FEDERAL EXTENSION SERVICE

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Dear Farm Management Extension Workers:

FARM MANAGEMENT SCHOOLS AND WORKSHOPS

Purdue plans a wide assortment of farm management schools this coming year. In their program planning in recent months the Purdue staff has developed plans for a number of farm management schools on a variety of subjects. Some of the titles for schools which they have on the drawing board are as follows: Advanced Farm Management Schools, Economics of the Hog Business, Economics of Beef Cattle Feeding, Economics of the Beef Herd Business, Tenure Workshop, Meeting the Competition in Crop Production, Farm Planning for Part-Time Farmers, and a continuation of the series of workshop meetings which they have held for a number of years in connection with their Better Farming-Better Living Program.

Flown by university plane, Charles Beer and Ed Wiggins, Missouri, assisted in conducting a group of short courses where the college specialists were airlifted to and from each class session. This is the second year that Missouri has flown instructors to conduct short courses in southeast Missouri.

Bob Rieck's report from his year's effort in evaluating farm management schools around the country, in connection with the joint FES-Wisconsin project, will be distributed to you in the very near future.

EXAMPLES OF ACCOMPLISHMENTS FROM FARM MANAGEMENT WORK

Income was up 115 percent in 4 years for 40 test demonstration farms in Illinois. Many of you probably read the recent Illinois Farm Management Newsletter which reported that average farm and family earnings increased from \$5,100 to \$11,000 between 1959 and 1963 for test demonstration farms. They are using a "whole farm" approach in which the farmer was assisted with all aspects of the farm business.

Income up 111 percent in 8-year period for 8 Extension Cooperators in Arkansas. Recent information received about a farm management program in an Arkansas county reported that the net income for 8 farmers being worked with increased from \$4,756 in 1955 to \$10,766 in 1963. These farmers have been participating in a record project and in an intensive management counseling program.

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Cooperating with Land Grant Colleges and Universities

It is our opinion that farm management programs in many States are leading to accomplishments with farm families similar to those mentioned above. Our intensive management education programs carried on with individual farm families over a period of years have been designed to help families make the kind of adjustment and economic progress as is indicated by these Illinois and Arkansas reports. In order to record and document such progress that extends over a span of years it is almost necessary for each farm family to have a good set of records.

The contributions of the total package of extension educational programs, including farm management work, can be quite well identified and recognized where the farm families involved keep adequate records. Thus, the question arises as to whether we should utilize records more fully and/or utilize data from records already collected in order to better document and quantify the accomplishments of our work. Such information serves to guide us in our own program planning, provides valuable data for further educational work as well as informing the public and supporting organizations.

We feel that in States where record projects have been operating over a period of years it would be possible to identify outstanding accomplishments with groups of farm families. Where farm record data have been placed on electronic data processing cards or tape the task would be greatly reduced in assimilating data for each of a number of farms that have participated in the project for a given period of time.

ELFAC forms a non-profit corporation and also receives a private grant. The northeast regional extension directors have approved the operation of the northeast electronic farm record project to function as a non-profit corporation. A board of directors has been selected with the membership consisting of farmers, and college personnel from extension, research, and administration. Recently, ELFAC received a grant from the Hood Foundation to facilitate the development and expansion of operations.

Kentucky's Farm Business Association Analysis Report for 1963 has statistics that caught our eye. For 46 farms the average capital investment was \$258,484; returns to unpaid labor, capital, and management \$24,523; and net management return \$10,756.

PERSONNEL CHANGES

Floyd M. Fuller was appointed area extension specialist in farm management in Kentucky. Harvey P. Harrington was appointed extension farm management specialist in Missouri. Sam Doran has moved into the western Washington office at Puyallup as area farm management agent. LeRoy Rogers, Oregon, has accepted a position in farm management and production economics research and teaching at Nevada.

Very truly yours,

Buel Lanpher

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Economists - Farm Management